

Sept 3 1970

Tyler Hicks, Editor in Chief  
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Dear Ty;

Your request for a firm date is certainly sound business. Here it is:

We will bring the new copy for the revised text book Techniques of Value Analysis and Engineering, to your office between Oct. 30 and Nov 15. 1970.

Fortunately, the need for our special disciplines seems to be constantly increasing, and more and more knowledgeable people are learning something about how much it will help in many fields.

The enclosed August release is considered very significant. It means opened doors (at least some) in a dozen enormous gove agencies which have not, up to now given Value Analysis any audience. On Sept 16 there is a large meeting in Washington at which findings in the above will be presented. Mrs Miles and I will be there.

Warmest Regards,

Larry Miles

WHITE HOUSE APPROVES BILLION DOLLAR WINN COST REDUCTION PLAN

WASHINGTON, D. C. --A White House Panel has approved a money-saving suggestion made by U. S. Rep. Larry Winn (R-3rd-Kan.), which he estimates will produce savings to taxpayers of "up to one billion dollars a year."

Referred to as value analysis, the management improvement technique, which is already being employed in a few Federal agencies, major corporations, and state governments, is described by Winn as "a formalized extra effort to reduce cost, or get more done for the same cost -- without impairing safety, quality, or performance."

"If we are ever to have the money needed to solve our major national domestic problems, such as hunger and poverty and environmental pollution," Winn said, "we must spend our money more wisely. This is but the first of what I hope will be a long list of ideas designed to get more value for the citizen-dollar."

Winn made his recommendations for savings to the President's Advisory Council on Management Improvement after he had conducted a private study of federal cost-reduction efforts.

The intent of his study, the Congressman said, was to "determine the effectiveness of existing federal cost reduction programs and the current degree of utilization of value analysis/engineering."

"The survey showed that neither cost reduction programs in general, nor value analysis in particular, was being carried out with any degree of consistency in the departments and agencies queried."

"Believe it or not," Winn said, "the survey did show that the Department of Defense was one of the most cost-conscious of all of our departments."

Winn said that following his initial letter of recommendations to the President's Council, he turned copies of the survey replies over to the Council staff in the Office of Executive Management. The Council followed up on the Winn survey with a more detailed study before concurring with the Congressman's basic conclusions.

In approving the Winn proposal, General B. A. Schriever, USAF (Ret.), Chairman of the Council, wrote to Winn, "This integration will provide for Federal agencies utilizing this management tool where most appropriate and will facilitate the extension of its utilization into many agencies and functional areas not presently fully utilizing it."

"While our mutual efforts concerning value analysis/engineering have been most encouraging, I believe as you do that the real potential for truly significant management improvement and progress will not be attained without the various branches of Government working cooperatively together toward common national goals. I further believe that the suggestions in your letter to the Council of July 8, 1970, focus on an appropriate level of endeavor for such cooperation."

The East-Kansas Congressman says the newly reorganized Office of Management and Budget is now working on a plan for integrating value analysis into the current administration management improvement program.

"The main thrust of this effort," Winn said, "is to look for and eliminate unnecessary costs. If we are successful, as we expect to be, savings to the taxpayers of up to one billion dollars a year will result."

"After so many years of seeming to tolerate waste and inefficiency in our federal government," he added, "I'm glad to report that we now have an administration in Washington which is dedicated to exerting as much effort toward saving as on spending."

Pointing to the present administration's success in this area, Winn cited the Federal Assistance Review program, which has been in operation about a year and which now boasts "a considerable financial savings as well as reducing the excessive amounts of red-tape involved in processing grant applications from individuals, universities, cities, and states."

Winn praised the current administration's efforts in trying to "streamline and simplify" the federal government.